RJ Reynolds Tobacco Company

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FAXED
May 29, 1997

Mr. Dominick Griffo
Pathmark Stores Inc.
301 Blair Road
Woodbridge, NJ 07095

Dear Dom:

As previously presented, I would like to include **WINSTON** and **DORAL** in your July Electronic Coupon Program.

As part of this Program, a distribution of both Brand's key items to all affected stores would benefit Pathmark in two ways:

- Ensure that there are adequate stock levels to meet consumer demand.
- Assist in increasing the 1st Half Wholesale Partners Program payout. A **WINSTON** distribution would increase RJR's Full Price, and total share numbers. The **DORAL** Distribution would increase RJR's Savings Segment, and total share numbers.

Please keep in mind that a distribution must be made to stores no later than the last week in June to count for 1st Half Wholesale Partners.

If you will need any assistance with a special order for **WINSTON** and **DORAL** Product, please call me.

Sincerely,

Nick

G. N. Kuruc, Jr.

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Source: https://www.industrydocuments.ucsf.edu/docs/rmpn0000